

SITLA's Top Customers

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School Children's Trust Section, USOE
Beneficiary Presentation
August 21, 2014



About This Presentation



About This Presentation

- Review of the top customers for each revenue group



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- Review of the top customers for each revenue group
- Typically looked at payments over the past 5 years



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- Review of the top customers for each revenue group
- Typically looked at payments over the past 5 years
- Past Performance is not an guarantee of future success



BUT FIRST!



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- Overview of Last Year's (FY2014) Performance



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- Agency Wide:
 - Revenues: **\$134,999,074.87**



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 - Expenses: \$12,160,062.36



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- Overview of Last Year's (FY2014) Performance
- Agency Wide:
 - Revenues: **\$134,999,074.87**
 - Expenses: \$12,160,062.36
- For every **\$1.00** invested, SITLA returned **\$11.10**



BUT FIRST!

- By Comparison:



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- By Comparison:
 - **FY2013: \$102,599,335.35**
 - Earned **\$9.74** for every **\$1.00** invested



By Group



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- Surface: **\$19,291,895.49**
 - 26% improvement year over year



Where Does It Come From?



OIL/GAS



OIL/GAS

- SITLA records payments by Producing Entity Number (PEN)



OIL/GAS

Top PENs for past 5 years (FY2010-FY2014)



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OIL/GAS

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 - FY2010: \$13,391,831.85
 - FY2011: \$18,427,441.58
 - FY2012: \$21,275,941.53
 - FY2013: \$21,803,458.40
 - FY2014: \$28,451,099.25



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- **Grand Total: \$103,349,772.61**
 - Approximately 21% of ALL SITLA Revenues



OIL/GAS

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 - FY2010: \$7,935,304.94
 - FY2011: \$7,056,286.76
 - FY2012: \$5,740,773.31
 - FY2013: \$4,389,971.05
 - FY2014: \$4,526,627.38



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- **Grand Total: \$29,648,963.34**



OIL/GAS

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OIL/GAS

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 - FY2010: \$2,257,919.96
 - FY2011: \$5,644,500.56
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 - FY2013: \$6,282,244.07
 - FY2014: \$5,744,259.64



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 - FY2014: \$5,744,259.64
- **Grand Total: \$25,651,582.97**



SURFACE



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Two Large Sources of Ongoing Revenues



SURFACE

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- Wasatch Regional Landfill



SURFACE

Two Large Sources of Ongoing Revenues

- Wasatch Regional Landfill
- Past 5 years: **\$3,083,985.94**



SURFACE

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SURFACE

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- Hunter Access Permit



SURFACE

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 - Revenues for past 5 years: \$3,040,842
 - Final three years paid in FY2014: \$2,217,942
 - Total: **\$5,258,784**



SURFACE

Two Large Sources of Ongoing Revenues

- Hunter Access Permit
 - Revenues for past 5 years: \$3,040,842
 - Final three years paid in FY2014: \$2,217,942
 - Total: **\$5,258,784**
- New Agreement in FY2018



SURFACE/DEVELOPMENT

“One Time” Transaction



SURFACE/DEVELOPMENT

“One Time” Transaction

- 5600 West Transaction



SURFACE/DEVELOPMENT

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 - Netted **\$13.6 million**



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“One Time” Transaction

- 5600 West Transaction
 - Netted **\$13.6 million**
 - Split between Surface/Dev
 - Governor’s Award for Excellence



MINING

Top Three Revenue Producers, Past 5 years



MINING

Top Three Revenue Producers, Past 5 years

- Andalex



MINING

Top Three Revenue Producers, Past 5 years

- Andalex
 - Produces Coal



MINING

Top Three Revenue Producers, Past 5 years

- Andalex
 - Produces Coal
 - **\$17,889,480.13** in Revenue



MINING

Top Three Revenue Producers, Past 5 years

- Canyon Fuel



MINING

Top Three Revenue Producers, Past 5 years

- Canyon Fuel
 - Produces Coal



MINING

Top Three Revenue Producers, Past 5 years

- Canyon Fuel
 - Produces Coal
 - Revenues of **\$12,581,440.06**



MINING

Top Three Revenue Producers, Past 5 years

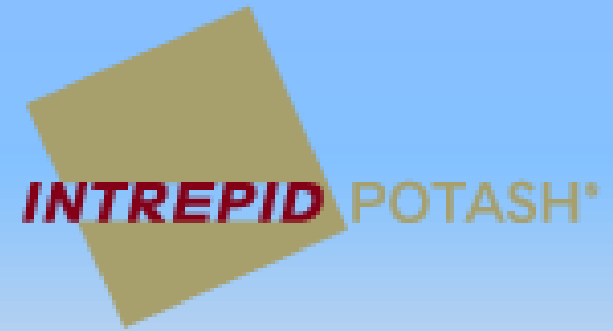
- Moab Salt



MINING

Top Three Revenue Producers, Past 5 years

- Moab Salt
 - Produces Potash



MINING

Top Three Revenue Producers, Past 5 years

- Moab Salt
 - Produces Potash
 - Royalties of **\$5,302,483.47**



DEVELOPMENT

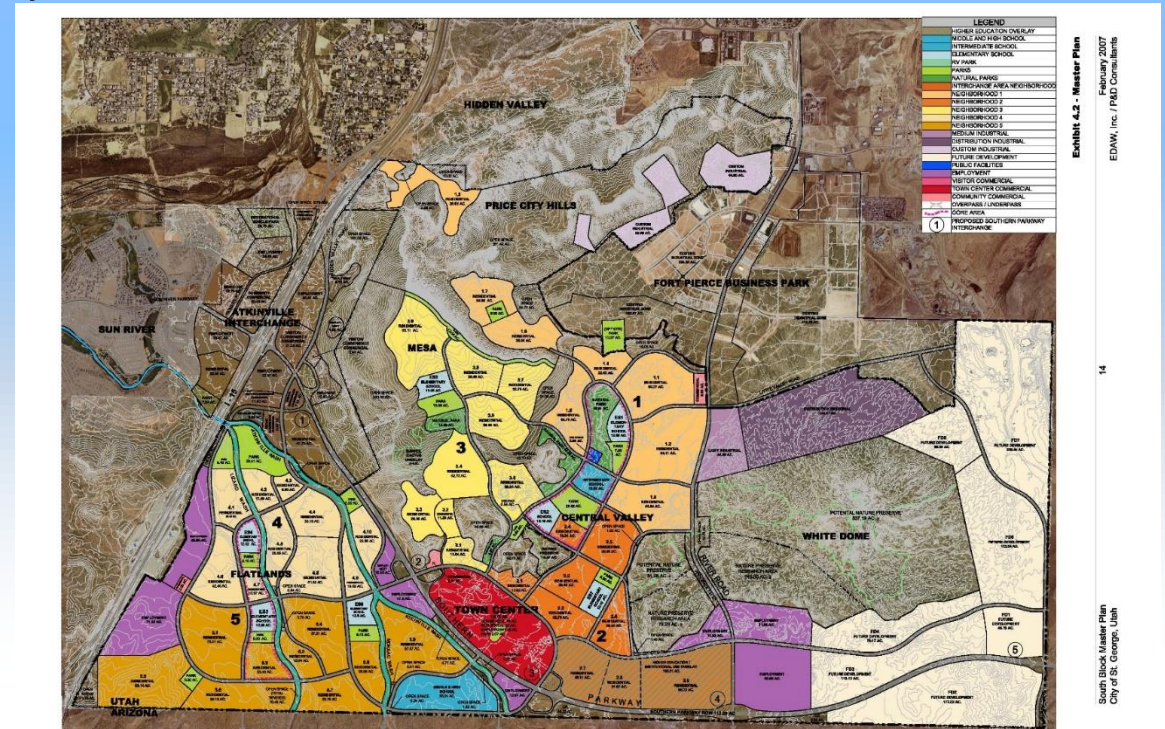
Top 3 Revenue Producing Projects, all time



DEVELOPMENT

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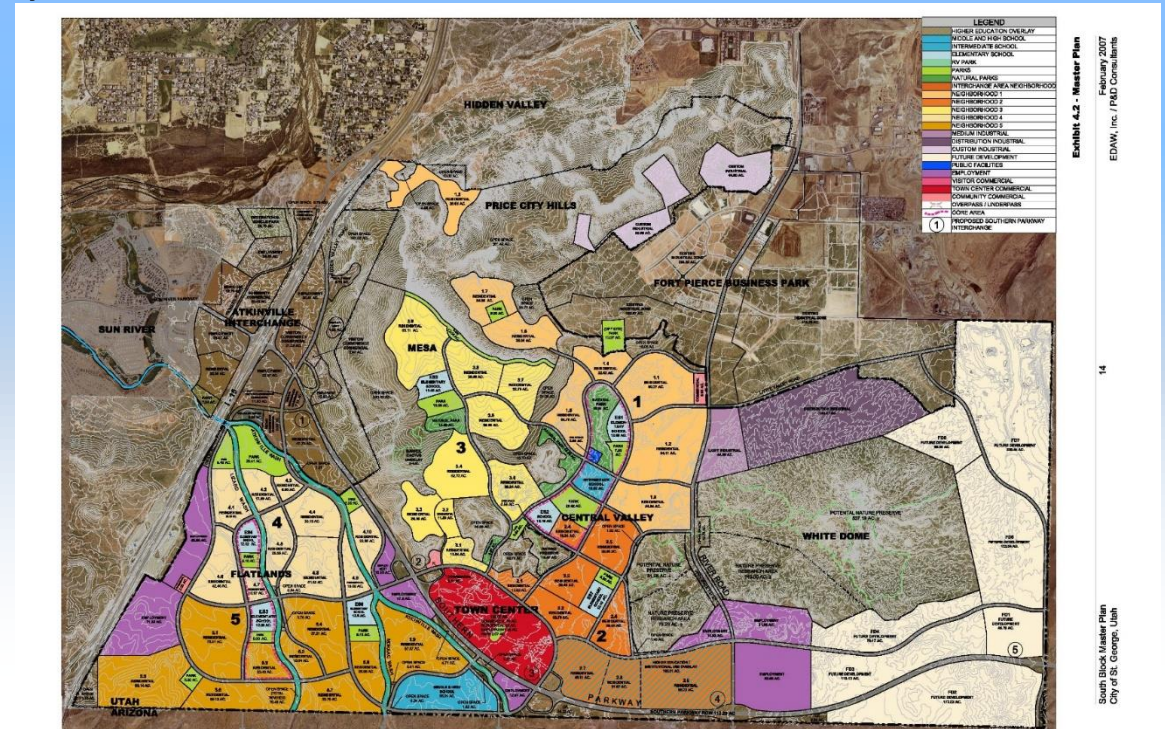
- South Block



DEVELOPMENT

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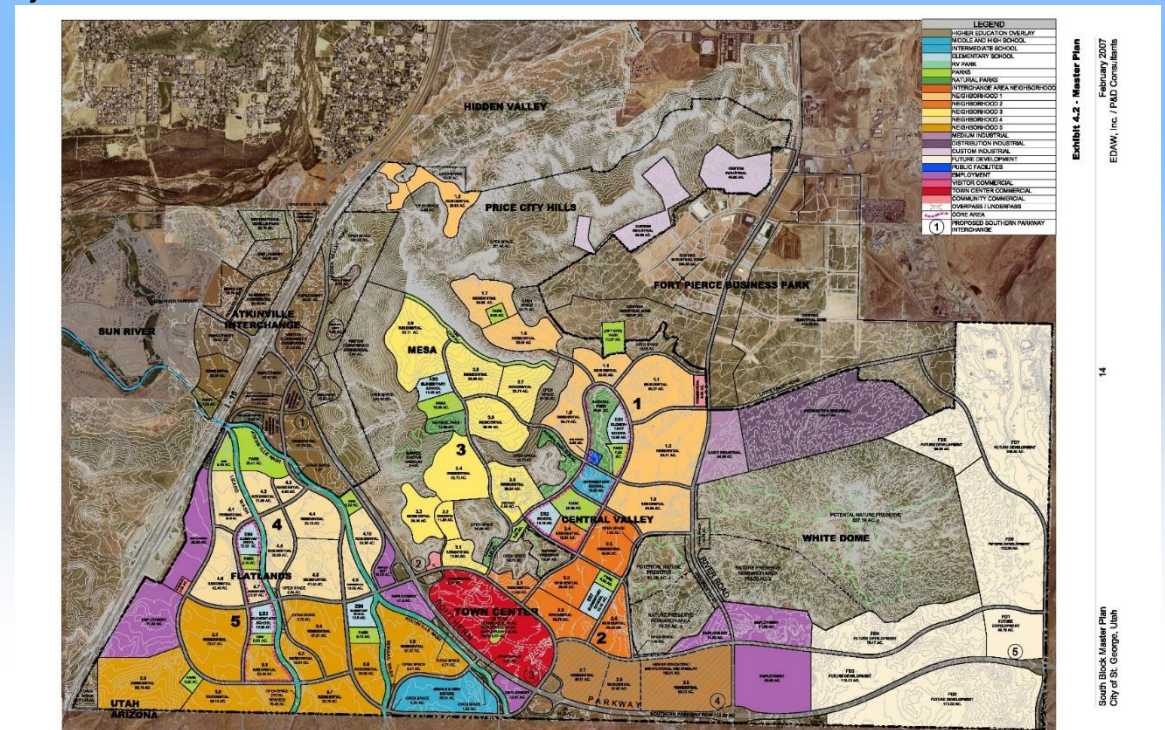
- South Block
 - Started in 2005



DEVELOPMENT

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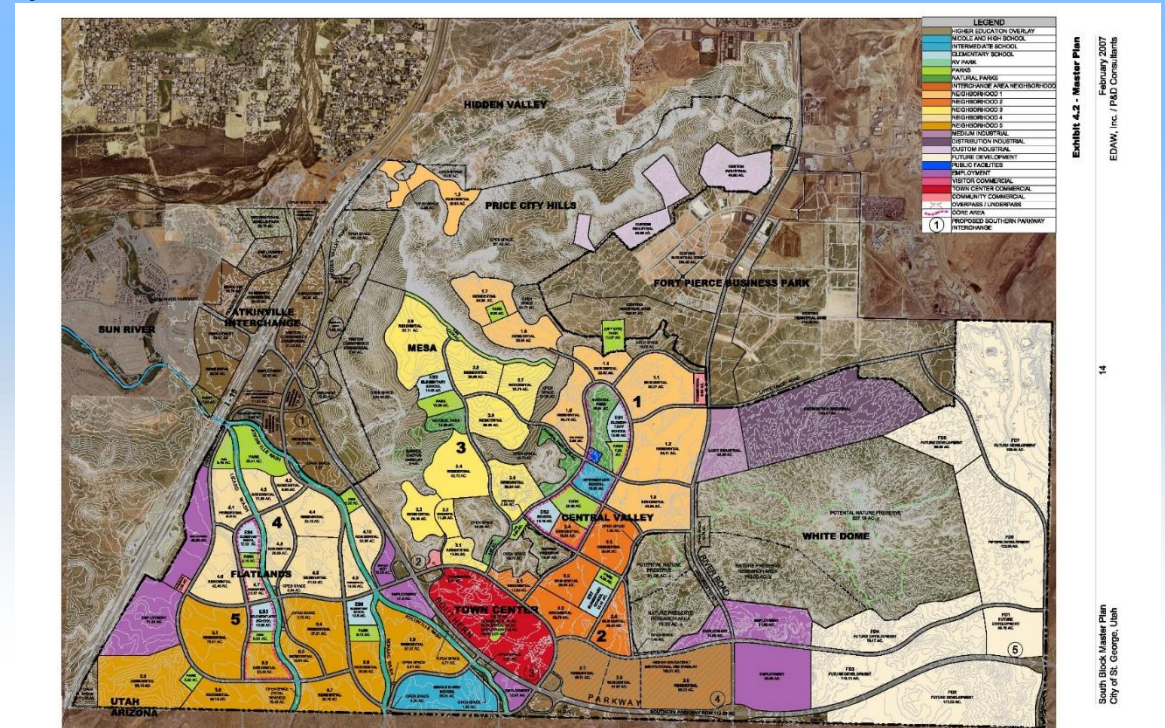
- South Block
 - Started in 2005
 - Revenues of **\$45,282,556**



DEVELOPMENT

Top 3 Revenue Producing Projects, all time

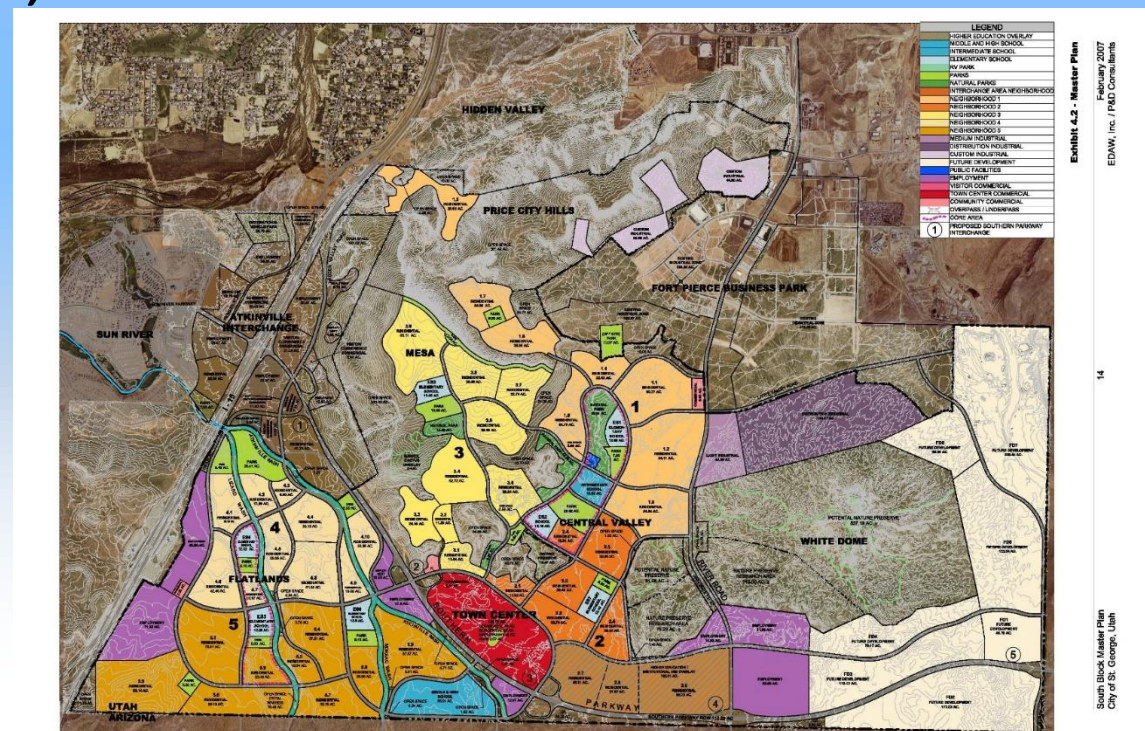
- South Block
 - Started in 2005
 - Revenues of **\$45,282,556**
- Biggest Customer:



DEVELOPMENT

Top 3 Revenue Producing Projects, all time

- South Block
 - Started in 2005
 - Revenues of **\$45,282,556**
- Biggest Customer:
 - Sun River (**\$12 million**)



DEVELOPMENT

Top 3 Revenue Producing Projects, all time

- Coral Canyon



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- Customers



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 - Started in 1998
 - Revenues of **\$25,822,967**
- Customers
 - SunCor bankruptcy



DEVELOPMENT

Top 3 Revenue Producing Projects, all time

- Coral Canyon
 - Started in 1998
 - Revenues of **\$25,822,967**
- Customers
 - SunCor bankruptcy
 - Henry Walker and Coral Canyon Homes



DEVELOPMENT

Top 3 Revenue Producing Projects, all time

- Fort Pierce Industrial



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 - Revenues of **\$21,288,335**
- Customer: Larkin, Gifford, Jennings



DEVELOPMENT

Top 3 Revenue Producing Projects, all time

- Fort Pierce Industrial
 - Started in 1998
 - Revenues of **\$21,288,335**
- Customer: Larkin, Gifford, Jennings
- Other Partners:
 - Dixie Regional Electric Association
 - City of St. George



The End

- Questions
- Comments

